

Message Text

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PAGE 01 STATE 024107

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R 310110Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

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E.O. 11652: N/A

TAGS: BEXP, TC

SUBJECT:ABU DHABI STEEL COMPLEX

REF: A) ABU DHABI 0114; B) STATE 8728

1. ROBERT SABA, USS ENGINEERS AND CONSULTANTS, HAD COINCIDENTLY TELEXED COMPANY REPRESENTATIVE AND DR. SHAFIQ HAFEZ, ADG DEPT. OF PETROLEUM, ON DAY CAGNE CONTACTED SABA (REF B). HOWEVER, HE IS MORE THAN WILLING TO FOLLOW UP ON PROJECT THROUGH BILATERAL GOVERNMENT CHANNELS AND TO GO TO ABU DHABI ANY TIME AFTER BEGINNING OF FEBRUARY AS LONG AS HE HAS COUPLE OF WEEKS NOTICE.

2. FYI: USS WOULD LIKE CONTRACT AS OVERALL CONSULTANT FOR PROJECT -- FEASIBILITY STUDY THROUGH CONTRACT AND OPERATION MANAGEMENT PHASES -- BUT ALSO WILLING TO DO JUST FEASIBILITY STUDY. COMPANY NOT INTERESTED IN EQUITY PAR-

TICIPATION. THERE IS ALSO NAGGING REMEMBRANCE OF EXPERIENCE WITH BID ON STEEL PIPE FACTORY. AFTER INVESTING
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PAGE 02 STATE 024107

GREAT DEAL OF TIME, MONEY, AND EFFORT IN PROJECT, CONTRACT

WENT TO SWEDISH COMPANY WITH PRICE QUOTE SEVEN TIMES LOWER
THAN USS PRICE UNQUOTE, WHICH TO USS WAS SO UNREALISTIC AS
TO SUGGEST NONECONOMIC FACTORS MAY HAVE BEEN INVOLVED.

USS NEVERTHELESS VERY INTERESTED IN GETTING FOOTHOLD
IN ABU DHABI MARKET AND SABA IS VERY WILLING TO TAKE
CLOSER LOOK AT THIS PROJECT. IN CONVERSATIONS WITH ADG
AUTHORITIES, EMBASSY CAN REPORT HIGH DEGREE OF INTEREST
ON PART OF COMPANY. END FYI.

3. IF TYPE OF PARTICIPATION USS PROPOSES IS WHAT ADG
WANTS, WE BELIEVE SABA VISIT COULD GIVE MOST MILEAGE
AFTER SIMON VISIT. REQUEST EMBASSY'S COMMENTS. KISSINGER

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